

Land O'Lakes, Inc.

827 8TH AVENUE SOUTH
PORT DODGE, IOWA 50501
TELEPHONE 515-576-7311

Swine Production Division

November 11, 1998

Dear Grower:

In order to improve the efficiency of feed manufacturing and lower our cost of production, we have initiated several changes with the local cooperatives who manufacture feed for us. These changes include increasing our order size, defining new feed manufacturing requirements, and altering the ingredient price structure at the local cooperative level.

These changes have improved our cost as well as our feed quality. These improvements in feed quality have led to improvements in our pig performance. As we have made these changes, the local cooperatives have requested our cooperation as well. Because many of the cooperatives are making efforts to improve the efficiency and cost of their feed manufacturing, they are requesting a minimum 24 hour notice on feed deliveries.

Because of this request, we are instituting the attached policy change regarding the minimum delivery notice on feed. This request is for a 24 hour minimum notice; 48 hours will be preferred. If orders are not made with a 24 hour notice, a \$5/ton fee will be assessed to the grower.

If you have any questions, please call me at extension 2987.

Thank you,

Noel H. Williams
Nutritionist of Swine Production Division

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